

Stephenson Marketing Cooperative
W410 South Drive
PO Box 399
Stephenson MI 49887

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LOC 70 GARAGE STATEMENT OF OPERATIONS
Comparing Period 3 March Fiscal 2025 To Prior 2024

	C U R R E N T P E R I O D		Y E A R T O D A T E	
	<u>Current Year</u>	<u>Prior Year</u>	<u>Current Year</u>	<u>Prior Year</u>
SALES	17,833.91	9,350.75	42,333.33	38,313.24
COST OF SALES	15,345.37	10,664.13	33,415.32	32,586.34
GROSS MARGIN	2,488.54	-1,313.38	8,918.01	5,726.90
EMPLOYEE EXPENSES				
SALARIES AND WAGES	3,095.69	3,486.55	8,304.04	8,710.17
CONTRACTED SERVICES	0.00	0.00	520.00	0.00
PAYROLL TAXES	264.87	284.18	729.11	726.44
PENSION EXPENSE	30.95	7.01	92.61	11.56
UNIFORMS/EDUCATION	0.00	0.00	0.00	0.00
EMP INSURANCE	825.55	750.41	2,772.11	2,569.41
TOTAL EMPLOYEE EXPENSES	4,217.06	4,528.15	12,417.87	12,017.58
OPERATING EXPENSES				
VEHICLE EXPENSE	0.00	0.00	0.00	0.00
REPAIRS	104.39	80.80	208.43	572.70
UTILITIES	22.74	289.44	790.56	658.97
TELEPHONE	0.00	0.00	0.00	0.00
ADVERTISING	0.00	0.00	0.00	0.00
MILEAGE/MEETINGS/MEALS	0.00	0.00	0.00	0.00
CASH OVER/SHORT	0.00	0.00	0.00	0.00
INTEREST	0.00	0.00	0.00	0.00
BANK/CREDIT CARD FEES	0.00	0.00	0.00	0.00
OFFICE SUPPLIES	0.00	0.00	0.00	0.00
OPERATING SUPPLIES	1,077.22	248.94	2,736.15	2,160.62
INSURANCE/WC INS PKG	230.21	213.93	615.19	566.71
SUB/DUES/LIC/DONATIONS	0.00	0.00	0.00	0.00
DEPRECIATION	567.33	869.22	1,701.99	2,607.66
RENT & LEASES	0.00	0.00	0.00	0.00
BAD DEBT	0.00	0.00	0.00	0.00
AUDIT/LEGAL/DIR. FEES	0.00	0.00	0.00	0.00
PROPERTY TAX	0.00	0.00	0.00	0.00
GAIN/LOSS FIXED ASSET	0.00	0.00	0.00	0.00
MISC/SAFETY/CLEARING/A	-285.00	-56.00	-871.00	-320.00
TOTAL OPERATING EXPENSES	1,716.89	1,646.33	5,181.32	6,246.66
OTHER REVENUE				
FINANCE CHARGES	0.00	0.00	0.00	0.00
VENDOR REBATES	0.00	0.00	0.00	0.00
OTHER REVENUE	0.00	0.00	0.00	1,000.00
TOTAL OTHER REVENUE	0.00	0.00	0.00	1,000.00
NET OPERATING EXPENSES	5,933.95	6,174.48	17,599.19	17,264.24
ALLOCATION OF G/A	1,212.88	808.74	2,987.44	2,647.29
LOCAL NET SAVINGS	-4,658.29	-8,296.60	-11,668.62	-14,184.63
PATRONAGE REFUNDS	0.00	565.59	0.00	565.59
NON-QUAL PATRONAGE	0.00	0.00	0.00	0.00
NET SAVINGS	-4,658.29	-7,731.01	-11,668.62	-13,619.04

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C U R R E N T P E R I O D

Y E A R T O D A T E

	Current Year		% Sales	Prior Year	% Sales	Budget	% Sales	Current Year		% Sales	Prior Year	% Sales	Budget	% Sales
HARDWARE SALES														
Beginning Inventory	8,945.95	0.00		9,514.53	0.00	0.00	0.00	8,945.95	0.00		9,514.53	0.00	0.00	0.00
Purchases	675.93	0.00		1,259.27	0.00	0.00	0.00	1,597.79	0.00		3,431.15	0.00	0.00	0.00
Ending Inventory	8,567.90	0.00		10,063.98	0.00	0.00	0.00	17,513.85	0.00		19,578.51	0.00	0.00	0.00
Cost of Sales	1,053.98	0.00		709.82	0.00	0.00	0.00	2,218.22	0.00		2,779.17	0.00	0.00	0.00
Sales	1,317.48	0.00		887.28	0.00	0.00	0.00	2,772.78	0.00		3,473.97	0.00	0.00	0.00
Hardware Gross Margin	263.50	20.00		177.46	20.00	0.00	20.00	554.56	20.00		694.80	20.00	0.00	0.00
TUBES														
Beginning Inventory	3,195.43	0.00		7,894.84	0.00	0.00	0.00	3,195.43	0.00		7,894.84	0.00	0.00	0.00
Purchases	654.67	0.00		0.00	0.00	0.00	0.00	1,473.15	0.00		817.20	0.00	0.00	0.00
Ending Inventory	3,005.99	0.00		7,534.62	0.00	0.00	0.00	6,201.42	0.00		15,429.46	0.00	0.00	0.00
Cost of Sales	844.11	0.00		360.22	0.00	0.00	0.00	1,859.20	0.00		1,220.93	0.00	0.00	0.00
Sales	1,017.00	0.00		434.00	0.00	0.00	0.00	2,240.00	0.00		1,471.00	0.00	0.00	0.00
Tubes Gross Margin	172.89	17.00		73.78	17.00	0.00	17.00	380.80	17.00		250.07	17.00	0.00	0.00
TIRES														
Beginning Inventory	19,779.20	0.00		18,045.20	0.00	0.00	0.00	19,779.20	0.00		18,045.20	0.00	0.00	0.00
Purchases	6,411.68	0.00		3,738.48	0.00	0.00	0.00	16,034.87	0.00		13,691.79	0.00	0.00	0.00
Ending Inventory	18,456.03	0.00		18,454.20	0.00	0.00	0.00	38,235.23	0.00		36,499.40	0.00	0.00	0.00
Cost of Sales	7,734.85	0.00		3,329.48	0.00	0.00	0.00	20,243.35	0.00		18,010.59	0.00	0.00	0.00
Sales	8,228.56	0.00		3,542.00	0.00	0.00	0.00	21,535.47	0.00		19,160.20	0.00	0.00	0.00
Tires Gross Margin	493.71	5.99		212.52	6.00	0.00	6.00	1,292.12	5.99		1,149.61	5.99	0.00	0.00
BATTERIES														
Beginning Inventory	662.49	0.00		3,672.66	0.00	0.00	0.00	662.49	0.00		3,672.66	0.00	0.00	0.00
Purchases	315.00	0.00		522.96	0.00	0.00	0.00	1,616.99	0.00		1,230.91	0.00	0.00	0.00
Ending Inventory	505.74	0.00		3,681.37	0.00	0.00	0.00	1,168.23	0.00		7,354.03	0.00	0.00	0.00
Cost of Sales	471.75	0.00		514.25	0.00	0.00	0.00	1,700.21	0.00		1,459.45	0.00	0.00	0.00
Sales	555.00	0.00		605.00	0.00	0.00	0.00	2,000.25	0.00		1,717.00	0.00	0.00	0.00
Batteries Gross Margin	83.25	15.00		90.75	15.00	0.00	15.00	300.04	15.00		257.55	15.00	0.00	0.00
BATTERY CORE														
Beginning Inventory	22.00	0.00		205.00	0.00	0.00	0.00	22.00	0.00		205.00	0.00	0.00	0.00
Purchases	0.00	0.00		0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.00	0.00	0.00
Ending Inventory	22.00	0.00		227.00	0.00	0.00	0.00	44.00	0.00		432.00	0.00	0.00	0.00
Cost of Sales	0.00	0.00		-22.00	0.00	0.00	0.00	0.00	0.00		-22.00	0.00	0.00	0.00
Sales	0.00	0.00		0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.00	0.00	0.00

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STATEMENT OF GROSS MARGINS GARAGE
Comparing Period 3 March Fiscal 2025 To Budget 2025 And Prior 2024

	CURRENT PERIOD						YEAR TO DATE					
	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales	Current Year	% Sales	Prior Year	% Sales	Budget	% Sales
Battery Core Gross Margin	0.00	0.00	22.00	0.00	0.00	0.00	0.00	0.00	22.00	0.00	0.00	0.00
LUBE SALES												
Beginning Inventory	24,879.00	0.00	34,565.36	0.00	0.00	0.00	24,879.00	0.00	34,565.36	0.00	0.00	0.00
Purchases	8,776.68	0.00	0.00	0.00	0.00	0.00	10,836.34	0.00	18.20	0.00	0.00	0.00
Ending Inventory	28,415.00	0.00	28,793.00	0.00	0.00	0.00	53,294.00	0.00	63,358.36	0.00	0.00	0.00
Cost of Sales	5,240.68	0.00	5,772.36	0.00	0.00	0.00	7,394.34	0.00	9,138.20	0.00	0.00	0.00
Sales	4,145.84	0.00	1,881.47	0.00	0.00	0.00	7,621.80	0.00	5,621.29	0.00	0.00	0.00
Lube Gross Margin	-1,094.84	-26.40	-3,890.89	-206.80	0.00	206.80	227.46	2.98	-3,516.91	-62.56	0.00	0.00
BRAKES PARTS SALES												
Beginning Inventory	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ending Inventory	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Gross Margin	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SHOP SERVICE												
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ending Inventory	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Sales	2,570.03	0.00	2,001.00	0.00	0.00	0.00	6,163.03	0.00	6,869.78	0.00	0.00	0.00
Shop Service Gross Margin	2,570.03	100.00	2,001.00	100.00	0.00	100.00	6,163.03	100.00	6,869.78	100.00	0.00	0.00
Total Beginning Inventory	57,484.07	0.00	73,897.59	0.00	0.00	0.00	57,484.07	0.00	73,897.59	0.00	0.00	0.00
Total Purchases	16,833.96	0.00	5,520.71	0.00	0.00	0.00	31,559.14	0.00	19,189.25	0.00	0.00	0.00
Total Ending Inventory	58,972.66	0.00	68,754.17	0.00	0.00	0.00	116,456.73	0.00	142,651.76	0.00	0.00	0.00
Total Cost of Sales	15,345.37	0.00	10,664.13	0.00	0.00	0.00	33,415.32	0.00	32,586.34	0.00	0.00	0.00
Total Sales	17,833.91	0.00	9,350.75	0.00	0.00	0.00	42,333.33	0.00	38,313.24	0.00	0.00	0.00
Total Gross Margin	2,488.54	13.95	-1,313.38	-14.04	0.00	14.04	8,918.01	21.06	5,726.90	14.94	0.00	0.00